

2016 Refresh Overview March 2016

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2013 Apple MLTI Cohort Refresh

The Maine Learning Technology Initiative (MLTI) has decided to provide a refresh of the 2013 Apple Primary and Apple Alternate Solutions.

Who is Eligible for the 2016 Refresh?

The Maine Department of Education is requiring all 7th and 8th grade 2013 Apple Primary and Apple Alternate schools refresh. Schools who opted in to an Apple solution for grades K-6 or 9-12 in 2013 may choose either to finish the 4th year of the program or to participate in the 2016 refresh.

Why Are We Doing This?

We consider a refresh when the following two conditions are met:

- There are considerable improvements in features and capabilities
- The Vendor has a mechanism whereby we can use residual value of the current devices to pay off the remaining lease

Very recent developments from Apple mean that we will be able to streamline Apple ID, device, and app management, as well as address assorted device concerns, and create a stronger focus on learning.

Further, we were able to identify strategies that should make the refresh affordable within your planned 16/17 budget.

What are the Solutions?

Schools that refresh grade levels this year are committing to select either the Apple Primary or Apple Alternate solution (but do not have to select the same solution that they selected in 2013).

Apple Primary offers students a 9.7" iPad Pro and teachers a MacBook Air 11" and a 9.7" iPad Pro. The cost is \$217 per seat per year for 4 years.

Apple Alternate offers students a MacBook Air 11" and teachers a MacBook Air 13." The cost is \$217 per seat for the first year to assist with local budget transitions and \$248 per seat per year for years 2-4.

Each offer is an entire learning solution, so be sure to see the Participation Packets for details of the supports and tools offered with each solution.

It is worth noting that the end of lease buy-out costs will be higher for the 2016 cohort devices, as Apple will be assuming the risk of owning 4-year-old devices should the State decide not to buy them out at the end of the lease term.

What are Local Budget Implications?

The seat cost of Apple Primary Solution is \$217 per year for four years. And the seat cost for Apple Alternate Solution has dropped to \$217 for the first year and \$248 per year for years 2-4. Even a district considering a change in solution should be able to opt in with their current budget, and both solutions are below the state funding threshold.

Will There Be a Buyout Opportunity?

There will be no buyout opportunity for schools that refresh this year.

We needed to return the devices to get the equity left in them on the resale market in order to pay off the lease. Grade levels that refresh are committing to returning a 100% of their current 2013 devices in good working condition.

What About Networks?

This is a refresh of only the solution seats (devices and associated apps, tools, & supports). Schools will finish the 4th year of their 2013 network agreement.

What Will The Return Process Be for Current Equipment?

Schools that refresh are committing to returning their current devices in good working order. Schools must return devices (iPads; iPad minis; MacBook Airs) and chargers (iPad - sync cable and AC charger; MacBook Air - AC charger and duckhead or cable) that were provided to the grades that opted into MLTI in 2013. This includes devices that were sent with the original order in the summer of 2013, as well as (a) devices that were provided as replacements for those devices (buffers or paid replacements); and (b) additional devices provided through the Enrollment Pool to students and staff in the grades that opted into MLTI in 2013.

Devices should be ready for pick-up or mail-back between August 1 and August 15, 2016. Please refer to the "Device Collection/Good Working Order document at http://maine.gov/doe/mlti/participation/MLTI_ReturnProcess.pdf

What If Devices We Return Are Not In Good Working Order?

If a returned device is deemed "non-working" the school will be billed by Apple Financial Services on behalf of the Department of Education. Primary student seats will be billed up to \$237 per seat, Primary staff seats will be billed up to \$257 per seat, and Alternate seats will be billed at \$313 per device.

Since this cost is likely to be less than what it would cost to repair a damaged device, schools who opt in to this refresh should not dispatch or pay to service devices they intend to return that are "non-working" due to damage that is not covered under warranty.